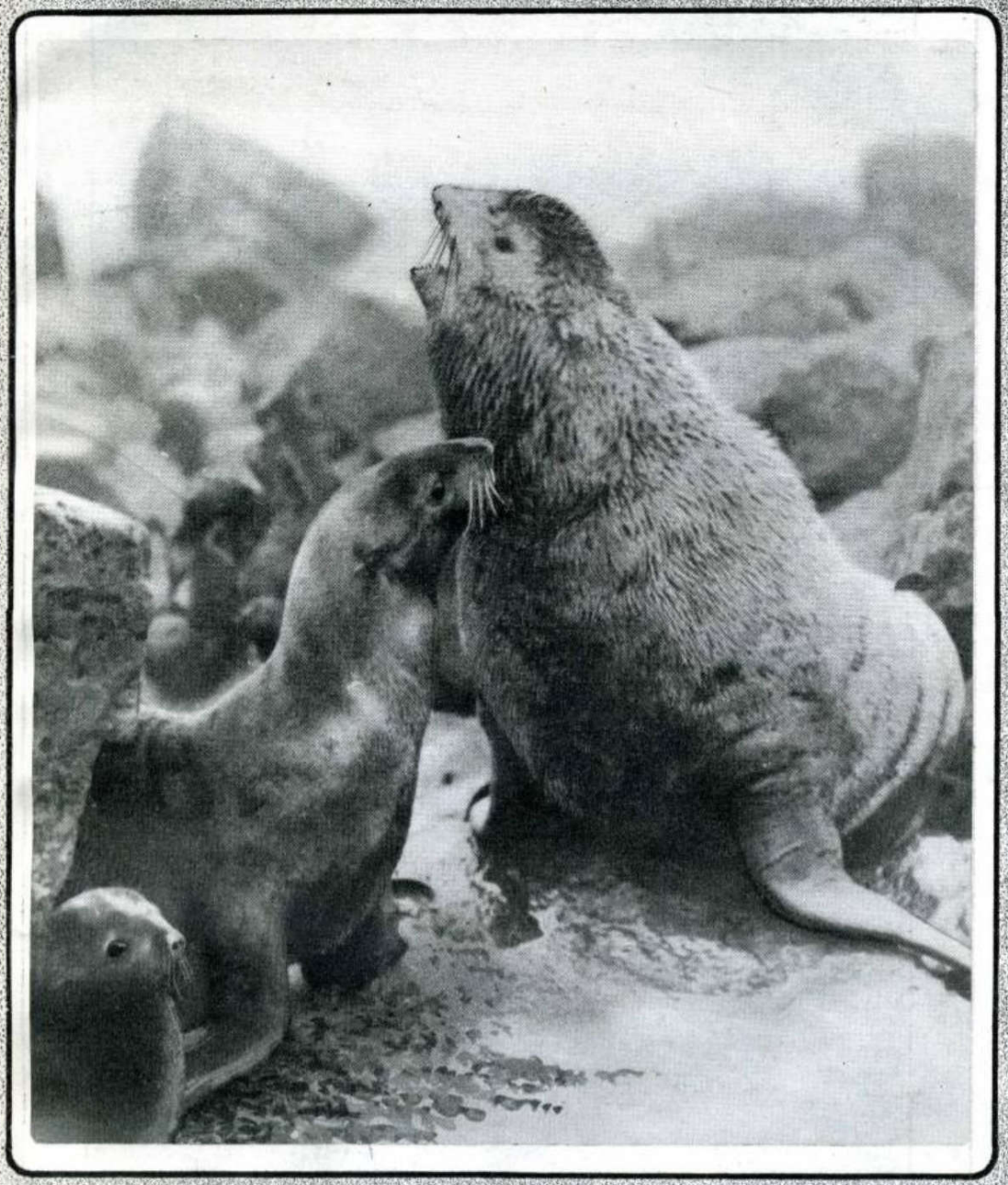
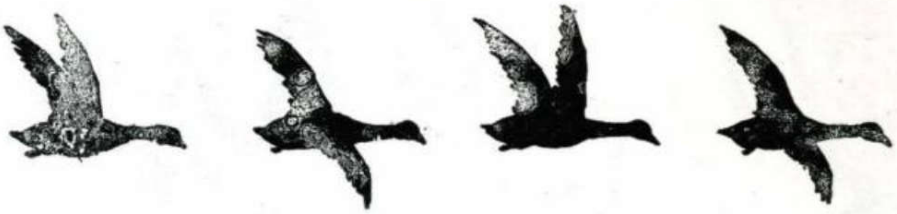
VOL. VI APRIL 1924 NO. VII

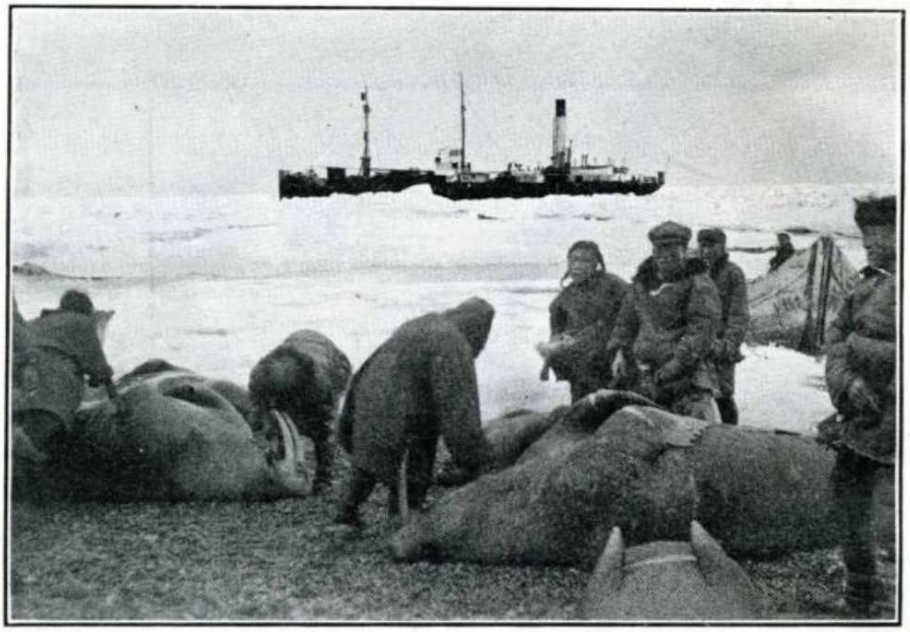
The Beaver

A Journal of Progress



Devoted to the Interests of Those Who Serve the Hudson's Bay Company





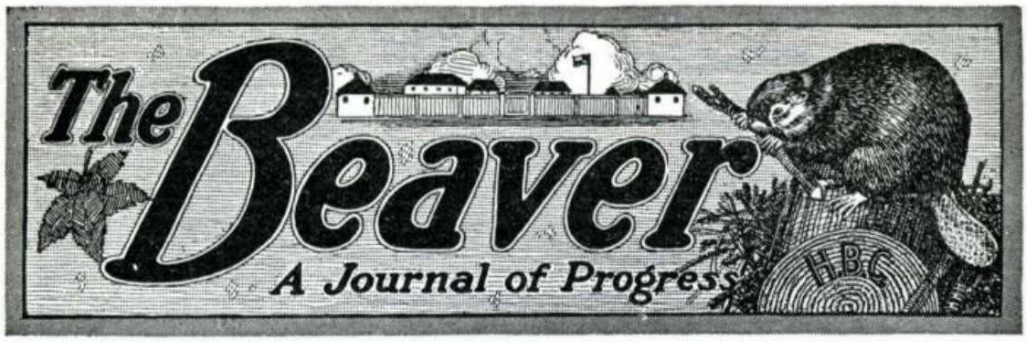
Walrus—Skinning hides after a walrus hunt. H.B.C. Steamer "Baychimo" in background

(Photo by courtesy of C. H. French)

Seal Rookery on Pribiloff Islands

(Photo by courtesy of Captain O'Kelly)

Cover picture from photo by Mr. Proctor, Pribiloff Islands.



Published monthly by the Hudson's Bay Company for their Employees; Copyright No. 1, Serial No. 10, January 22, 1924, by Hudson's Bay Company; Subscription Price for those not in the service, One Dollar a Year. Address communications to Robert Watson, Editor *The Beaver*, 79 Main St., Winnipeg, Canada.

Vol. IV APRIL 1924 No. 7

A Woman's Arctic Log

By GLADYS O'KELLY

No. 2—Seals and Walrus

WE pulled out of Akutan on Saturday, July 23rd, and entered the Behring sea, which rolled and heaved as violently as the Pacific, and on Sunday we passed close to the Pribiloff islands, the great fur-seal rookeries of the Alaskan coast. Here every year in the months of July and August the fur seals come, the first to arrive being the old bulls, who take up their position in a row on the shore, an exact space being left between each which might almost have been measured with a tape line. Then follows a second herd of bulls, which furiously fight their way through, taking up their position behind the first herd; and so on until there are several lines of these battle-scarred old warriors. The young bulls are driven off to another part of the island by the concerted attack of the old ones. The last to arrive on the scene are the females, which are selected by the bulls in batches of from forty to fifty, these harems being carefully herded, each old bull seeming to know and guard his own. Almost immediately, the young are born, and shortly afterwards the breeding season commences. The seals come all the way from California, following the shore line within thirty miles and a water temperature of forty-three degrees Fahrenheit.

On the islands St. Paul and St. George, a staff of government officials is maintained which oversees this vast rookery, and here also are native families, all under government pay, who annually kill about twenty thousand two-year-old bull seals. These animals are driven like cattle to the fields behind, where they are slaughtered. Their skins are salted and shipped in casks to St. Louis and other markets. The blubber is rendered into oil and the various refuse made into fertilizer, while a large amount of the flesh is used to feed the blue foxes which are farmed here under government protection. It is estimated that six hundred thousand seals visit the rookeries during the breeding season.

The Pribiloffs, which are treeless, rocky and often enveloped in fog, are also breeding grounds of the murre, a bird not unlike the penguin of the Antarctic. The murre lays its eggs casually on the rocks, and the crews of the coast-guard cutters, who zealously guard the islands, gather them by the hundreds to vary their menus. In order to have them "guaranteed fresh," a space is cleared of eggs and a call made next day, when the "new-laids" are there for the taking. The old eggs are then replaced.

Passing Cape Lisburne, we entered the Arctic ocean, and on the second of August, five miles to the northwest, we sighted ice, over which hung a bank of mist. These mist banks are peculiar to the Arctic seas, and come and go without warning. They appear to be the cause of the wonderful mirages which prevail in the Arctic and often deceive the traveller, who imagines mountains and land ahead which suddenly disappear, creating an uncanny feeling as to what is real and what is not.

We now ran into a large school of whales, spouting and sounding for miles in all directions. They were around us for several hours. Later, we came upon great numbers of walrus playing and splashing in groups, some so close that we could have touched them with a pole. In the vernacular of the first mate, the water was "lousy" with them. They are enormous creatures, and their long tusks, with which they pull themselves out of the water onto the ice, gleamed in the sun as they played. Curiously enough, if a female with a cub is killed, the little one sets up a frightful barking, whereupon it is promptly adopted and suckled by another.

Seal meat is quite good to eat, and the liver, fried with bacon, is simply delicious. Walrus is more tough and fishy, but we were able to eat and enjoy it. Polar bear tastes strongly of fish and, as I think, very nasty, but, as a stew, well seasoned, I did not mind it so much, although when cooked in other fat than its own it tasted a little better. Strange to say, polar bear liver is considered rank poison and is never eaten, even by the natives.

The seal is certainly the most useful animal in the Arctic. Its flesh and blubber supply food and fuel and light; the hide is made into boots, kayaks, and sometimes outer clothing, while the intestines are fashioned into waterproof garments and also used as windows. Moreover, unlike the whale and walrus, the seal does not migrate south, but remains in the Arctic all the year round.

It is not the critic who counts, nor the man who points out how the strong man stumbles, or where the doer of deeds could have done better. The credit belongs to the man who is actually in the arena; whose face is marred by dust and sweat; who strives valiantly; who errs and may fail again and again, because there is no effort without error and shortcoming, but who does actually strive to do the deeds; who does know the great enthusiasm.—*Theodore Roosevelt.*

Rubaiyat of a Trading Post

With Burra Salaams to Omar

By S2

Awake! for with the earliest gleam of light
Those huskies—grim disturbers of the night—
Turn out the post boss with their mournful howl
And put the rudely wakened clerk to flight.

Dreaming, when dawn has scarcely tinged the sky,
I hear a gentle voice beside me cry,
"D'you really want the bed-clothes all your side!
"You'll find me frozen stiff here by-and-bye."

And, as the cock crew, those who stood before
Shouted, "Open thou the store!"
"Just give us flour and pork and we'll away,
"And once departed will return no more."

Then, breathing cuss-words on the chilly air,
The hungry staff to breakfast doth repair,
When the "black-hand" of Cree squaw thrusts before
Long suffering man the long familiar fare.

And in and out, about, above, below,
'Tis nothing but eternal ice and snow,
Relieved but seldom with a word from home;
And then—sad news—the death of one you know.

There's very little romance in the game,
And not much hope to rise to wealth or fame;
Just work and slave *My Lady* to adorn.
But, bless her! we still do it just the same.

Indians as Farmers

The Indians of Manitoba, Saskatchewan and Alberta last year harvested the greatest crop in their history. The total crop was 1,276,656 bushels, an increase of more than half a million bushels over the 1922 crop. In the three provinces the Indians harvested 638,561 bushels of wheat, 574,282 bushels of oats and 62,304 bushels of barley. They also raised 58,264 bushels of potatoes and 10,000 bushels of other vegetables, and summerfallowed 20,000 acres of land; broke 6,808 acres; put up 57,000 tons of hay, and 9,516 of green feed. Besides marketing a very large number of steers, over and above their own beef requirements, the Indians now own 20,000 head of cattle, a natural increase of 2,000 head over the figure for 1922, and 25,000 horses.—*The Last West.*

Handling Modern Credits

By W. J. PEPPETT, Credit Manager, Vancouver Retail

CREDIT granting has undergone a great many changes in the past few years, but from start to finish it really means exchanging merchandise for the promise of payment. I believe credit granting first began through necessity or a matter of convenience, rather than from choice. A few years ago charge accounts were opened with little or no restrictions: the accommodation was usually granted by simply requesting the sales clerk to "charge it." Monthly settlement in full was seldom requested or expected. Now-a-days managing a credit department of a progressive company is rated among the professions.

The salesman is an optimist: he is willing to sell in any amount to anybody, and it is the credit man who must control this and see that credit is given only where it is due. With certain restrictions credit is good, subject, of course, to unexpected conditions which may arise. There is just as much competition in credit as there is in merchandise, and where unduly persisted in the results are equally disastrous.

When interviewing our applicants, we really have no set rule, as each applicant is different, but in the course of general conversation, without asking too many direct questions, we learn many facts that are very helpful and necessary for the completion of the application. The more thoroughly the application is gone into, the better position we are in to determine to what extent we should grant the credit. The name of each new applicant is handed into our local credit exchange office with all the information we have been able to obtain. The name and address in full, place of business, how long employed there, the length of time resident at the address given and, if possible, the names of merchants with whom applicant has had a charge account during the past few years. When we receive a favourable report from our credit exchange, if the applicant be a married lady, we write her husband in order that he may know an account has been established.

We have had applicants who have been very free in giving us information concerning themselves and, when investigated through the usual channels, have found the report to be of an unsatisfactory nature, which proves the need for great care in opening new credit accounts. Through the credit exchange, a report or history should be obtained of all newcomers. References furnished by the applicant personally are, of course, usually good. No one is likely to refer to one who may not give a favourable report; therefore, all references should be cleared through the reporting office and obtained through the credit exchange office where the applicant formerly lived. In this way we secure fresh support of the application from the information on the files of the credit exchange which will show conclusively whether or not the applicant is good.

Credit is a channel for increasing business and turnover, which we are all striving to attain. Our purpose in granting credit is to bring customers to our store to purchase their merchandise, for which they pay us in thirty days. In the majority of cases, the customer is quite willing to co-operate with us. We endeavour to develop regular customers, as charge customers are steady buyers and, having an account at a certain store, will buy more often at that store than if they paid cash for every purchase; providing, of course the merchandise and service are what they should be. A cash customer is invariably a transient shopper looking for bargains all over town before making a purchase, and consequently is generally not so dependable as the charge customer.

We like our customers to feel that they are part of our organization, that the store is theirs, and, by giving them merchandise that will stand comparison and showing them every courtesy, their friends will also be directed to us. They will appreciate and patronize the store that gives them service, and the higher the grade of service, the better impression we make for the Company.

We often hear of people saying they do not wish a charge account, that they would spend more money. In some cases this is true, but, generally speaking, I believe it to be the contrary. By paying cash for every purchase, we cannot keep an accurate account of how our money is being spent unless we keep a set of books, and even then it would be rather hard to know that the money had been expended wisely, while having a credit account with properly itemized statements, it is easy to determine where and how the money is spent. Purchases are more easily controlled through having a charge account.

A credit account establishes a person as reliable, which is a valuable asset. It also means that customers are freed from the necessity of carrying large sums of money with them or having it in the house, and it enables them to take advantage of sales at an unusual moment without having to draw at once on other funds.

When an account is held up for any reason, the clerk, as a rule, has no knowledge of the real facts and is not in a position to say the account has been closed, as sometimes happens. A thoughtless remark of this kind can do much damage. We must always remember, regardless of what may come up in conversation, that our first duty is to the customer.

Asking the customer to call at the credit office is the best procedure, where the reasons for restricting the account can be explained, but when customers are informed by the clerks that their account is stopped or that they cannot have more goods, the credit department is confronted with the task of soothing their feelings, and this is a much harder task than to explain the reason for having the account closed. One unpleasant act can erase the memory of the many favours and services previously rendered.

The successful merchant is successful mostly as a result of the good-will he has built up, and the store that sells service can sell its merchandise.

Canada's Native Sculptors

By JOHN MACLEAN, M.A., Ph.D., D.D.

WE are not accustomed to look for genius in a buffalo-skin lodge, or any special ability hidden beneath the tawdry blanket of an untutored savage, and yet there are many surprises waiting the unbiassed seeker for light. One of the finest specimens of native art which I have seen was a large spearhead made from an old glass bottle, which was chipped into perfect form with a common stone by a West Coast African. Among the Eskimos in the north and the Haidas on the Pacific coast have been found some splendid specimens of carving in wood, bone and stone, but most of these relics of other days are deposited in museums or in private collections. At the old Metlakatla mission in Northern British Columbia, a steamboat called at the wharf, remaining a few days; and one year later, the sailors were surprised to see a vessel, similar in shape and size, even to the figurehead, the work of the natives. In the early days of settlement there was an Indian boy of fourteen years on the Stoney Indian reserve, near Banff, Alberta, who, without any training, was an expert carver in wood. With a common jackknife, and without any model, he carved a jumping deer in the attitude of going forward, with antlers perfect in measurement, a piece of work which would have brought credit to a second-year student in sculpture in a school of art. A white man interested in the boy's efforts gave him a china bulldog, and the youngster made a copy in wood superior to the original. Richard Hardisty, Hudson's Bay Company's factor, learning of this budding genius, interviewed his father with the object of sending him to an art school and defraying all expenses; but the man refused, as he was making a living by selling the articles to passing travellers. Nothing more was heard of the Stoney sculptor boy; the genius of the Indian lodge left no memorials, and his name and work are now forgotten.

Then there was Petoqpekis, the Blood Indian pipe-maker, an old friend of mine, who was wont to make frequent journeys to the shore of Belly river at Lethbridge in quest of soft stone of a bluish hue which became hard through exposure to the air. With a bit of an iron hoop made into a blade and an awl, he carved beautiful pipes of various designs, some of them quite artistic, having the serpent symbol, an expression of the ancient form of serpent worship. Clinging to the religious beliefs of his fathers, he was chary of giving any explanation of these theological symbols, as the white folks would not understand and he would not expose himself to the radical reflections of foolish spectators. So he sold his wares and kept his wisdom to himself. The Indians of the American continent are just like other folks in their unwillingness to tell their myths to sceptical visitors who seek not truth for their own benefit, hence

the corrupt interpretations of native life, customs and beliefs by persons who have not lived among them and won their confidence.

Besides practising the art of carving, the Indians on the plains made pictures on the outside of their buffalo-skin lodges and on the inside of buffalo hides which were biographical, relating the great and striking events, chiefly victorious battles, in the life of the owner of the lodge. Many times have I witnessed young lads standing beside those lodges adorned with scalp-locks and pictures, and watched them as they spoke in low tones descanting upon the bravery of the man of the lodge. A gentleman in England making a collection of the native literature of the world requested me to procure a specimen of the primitive literature of the Blackfeet and one of the Blood Indian chiefs painted in pictures on the inside of a dressed hide, the story of his life in a series of battles. Before sending it away, I had a photograph made of it with the caption "The Life of Many Shots," with a translation. This form of art and literature is not enduring because of the material. As a striking example of the difficulty of securing original articles, I have for many years been trying to get copies of the translations of hymns and parts of the Bible in the Cree syllabic printed at Norway House on birch bark and wrapping paper and sewed into books which were distributed among the Indians about 1846, but I have been unable to secure any.

Naturally, as we turn toward the Pacific coast, we expect to find native artists and marks of genius, because climate and environment, the wild waves of the sea, the rugged mountains and the rocks and indentations of the coast combine to give origin to and to develop the artistic spirit, for poets and all creators and workers of the imagination come from the lands of mountains and seas. Hence we find among the Haidas real sculptors. The totem poles and masks do not lend themselves to beauteous forms, as they shadow forth the grotesque and hideous, but in carving there is seen power and vision, and with the introduction of steel implements more accuracy and beauty. On the shores of Graham island, a native saw a marine monster sporting in the waters and afterward walking along the beach. It had the appearance of a bear with the tusks of a walrus and, thinking that it was one of the ancient gods of Queen Charlotte islands reincarnated, he fled and related his strange adventure to his friends. His son listened to the description and, on the same day, from a piece of the slate-like rock in the vicinity carved the animal, fashioning it into an inkwell, the dorsal fin of the animal being the cover for the repository formed inside the body of the monster. This bit of carving is a genuine work of native art, revealing the ability of the men on the coast. And so we find marks of genius in strange places, and the uncouth human form may hide a great soul lacking only the opportunity for expression, while a wise statesman may dwell in a buffalo-skin lodge, and an orator untrained in the schools possess the power of swaying multitudes and forcing them into action by rugged eloquence born of the canyon and the mountain and love of home and country.

Some Strange Epitaphs

Compiled by ARABUS

On a tombstone in a Long Island cemetery appears the following epitaph:

"Here lies William Jackson, died 1900. I await my wife"
"Here lies Mary Jackson, died 1903, wife of William Jackson. Here I am!"

Some wag, seeing this inscription, added: "Late as usual!"

An epitaph on a tombstone in Montrose reads:

"Here lie the bones of John, son of Joe;
Where he has gone to we do not know.
If to the realms of peace above,
Farewell to happiness and love;
If he has found a lower level,
We can't congratulate the devil."

An Irish epitaph:

"Here lies the body of Nicholas Round
Who was lost at sea and never found."

On a San Diego, California, tombstone appears:

"This year is sacred to the memory of William Henry Sharken, who came to his death being shot with a Colt revolver—one of the old kind, brass mounted; and of such is the Kingdom of Heaven."

On a tombstone of a spinster of the name of Partridge we read:

"What! Shoot a Partridge in the month of May!
Was that done like a sportsman? Eh, Death, eh?"

On a tombstone near Cheltenham we find a strong and unvarnished opinion of the mineral waters of that place:

"Here lie I and my three daughters;
So much for the drinking of Cheltenham waters.
If we had kept to Epsom Salts,
We never would have lain in these 'ere vaults."

Over a man who was a photographer in business is the following inscription: "Here I lie, taken from life."

Open Letters

Addressed to Maria by a Friend

Edited by GEO. R. RAY

No. 4—Old Age

OLD age, Maria, is a subject I wish you to think seriously upon; it is in my opinion by no means attended to as it ought. It appears very extraordinary to me that it is not almost the first lesson parents teach their children; for they naturally wish to see their children's children and of course must be looking forward to old age, and is it not highly probable that if they had instilled into the infant a great degree of respect for the hoary head they themselves would come in for some share of it when time shall have given them a claim? But it is not very likely that young persons who have been allowed to treat age with contempt shall feel even for parents a great deal of reverence when they shall appear in a character which their children have been accustomed to treat with disrespect. Parents seldom forget to inculcate respect where some temporary good promises to be their reward: to rise up at the approach of a rich old aunt or honour the hoary head of a wealthy uncle who may be likely to add to their fortune. But age should be respected wherever you meet it. To age alone experience is attached, and experience is worth all the theories in the world. But you will easily suppose, my dear Maria, that I cannot include in the objects for reverence wicked old age. The old sinner is a more contemptible character than the young one. There is not a more dangerous being to society than a profligate old person.

I cannot help thinking one of the striking vices of the present period is the great neglect of old age. In general circles the flippant, bold and disrespectful manner in which young people approach or receive their superiors in age is disgusting in the highest degree; but it is the blessed effects of bringing young people forward, as it is called. But they are not brought mentally forward, but personally. It is not an awkward bashfulness we wish to see revived. Surely there is some medium between a young woman's jumping onto the table and creeping under it.

I will no longer, my dear Maria, trespass upon your patience, but leave for your consideration the words I have written.

Preservation of Historic Landmarks

"The site of the old Hudson's Bay stockade at Vancouver, Washington, will probably be named as a national monument by President Coolidge, a request having been made to this end. The president has been authorized to set aside points of historic value on military reservations as historic monuments and to provide for their permanent maintenance."—*Ex.*

Little Hints on How to Write

By ROBERT WATSON

No. 6—The Books to Study

NO two persons read the same books, and, so great is the number of books published, no one in his lifetime can read even all the famous works of literature.

What one reader enthuses over another finds dull; some like history, some biography, others *belles lettres*, poetry, fiction and so on. These various forms of literature may in turn be split up, the reader having his likes and dislikes in regard to the various kinds of poetry—ballads, narrative poems (historical, allegorical), sonnets, lyrics, blank verse and, of course, the new-fangled verse libre. Fiction lovers choose from romance, realism, history, society, sex, underworld and other varieties. So diversified is this taste in reading and so wide is the range to choose from, it would be foolish for one to endeavour to give another an authoritative guide in regard to the books to read in the study of even one art or science. And with the study of literary craftsmanship the difficulty which confronts one in this respect is greater than it is with any other.

Now, what we generally term a classic is the book which has lived and continues to appeal to a great number of readers. But, after all, many books that do not aspire to the eminence of classics are well worth reading.

It was Thoreau who said, "Read the best books first, for you may not have a chance to read them all." But I would be inclined to inquire as to who is going to be the judge of what is best for each individual to read.

Three crisp sentences of advice by Emerson on reading are worthy of note but hardly worth following: (1) "Never read any book that is not a year old." (2) "Never read any but famed books." (3) "Never read any but what you like."

Now, if none of us reads a book until it is a year old, how much farther ahead are we going to be? We would not know any more about the book's merits then than we did when it was only a day old, for it would be lying unopened on the shelves awaiting the first anniversary of its birth; that is, of course, if everyone followed this advice. If we take Emerson's advice number two, how is the present generation of writers going to get on the "famed" list? Emerson was evidently leaving it to the other fellow to dictate to him as to what was worthy of perusal, while a primal delight of book reading is in making one's own discoveries. Again, if we never read any books but what we like, his previous advice is of no value, for we must read a book before we can judge whether or not we like it.

Even Montaigne disparages his own work and shows little appreciation of his contemporaries when he says, "I am not greatly affected to new books, because ancient authors are, in my judgment, more full and pithy."

Rather than remain among the mummies, I would acclaim strongly with Francis Grierson: "There are writers and thinkers in the world as

great as any that ever lived, and to advise the reading of books of dead authors only is to advise a retirement from all active interests in life."

Personally, I have found that the best books for the instruction of the aspiring writer are the biographies and autobiographies of writers who have already gained the public ear. These books usually contain something in the way of advice. They tell of the difficulties that beset writers at the beginning of their careers, the methods they adopted in their work, their business dealings with their publishers, their reception by the reading public, and the effect of their work generally in the field of literature.

Here are a few of such books:

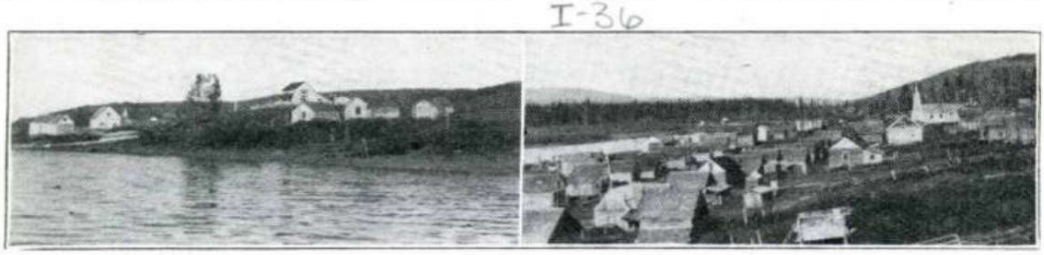
"The Autobiography of Anthony Trollope."
"The Life of Charlotte Bronte," by Mrs. Gaskell.
"Life of Robert Louis Stevenson," by Balfour.
"Life of Sir Walter Scott," by Lockhart.
"Life of Thackeray," by Lewis Melville.
"Life of Bret Harte," by Henry Childs Merwin.
"Life of Leo Tolstoy," by Dr. Sarolea.
"Life of Charles Dickens," by G. K. Chesterton.
"The Autobiography of Sir Walter Besant."
"The Book of Jack London," by Charmian London.

One could go on and on. Of course, the student of the writing craft must steep himself in words and in word building. Only the best models should be good enough for him. The ordinary grammar and everyday dictionary ought not to be beneath his notice.

Gradually the writing man accumulates about him books of reference and handy knowledge, his encyclopedia, atlas, Roget's "Thesaurus of English Words and Phrases," Bartlett's "Familiar Quotations," a Bible dictionary, and last, but not by any means least in importance and usefulness, his Bible, which is a never-failing source of inspiration. There he finds stories—sensational, passionate, romantic, melodramatic, pathetic, humourous, thrilling, uplifting—all waiting to be expanded and re-dressed and with no fear of the accusation of plagiarism. The Bible has provided many titles of successful books—Ben Hur, The Four Horsemen of the Apocalypse, A Daughter of Heth, Barabbas, The Wings of the Morning, The Light of the World, A Son of Hagar, Naomi, The Prince of the House of David, The Street Called Straight. The Book of Job is reckoned by literary authorities to be one of the most wonderful prose poems ever written. The Psalms of David and the Songs of Solomon are in themselves complete books of poetic fancy and artistic expression.

In conclusion, it may be said that it is not given to everyone to succeed in what he attempts, be it in art, the professions or business; nor should any blame attach to him because he fails, unless when the failure is due to his having neglected to prepare and equip himself for what he has undertaken. Then condemnation cannot be too strong, for it is the duty of everyone to become at least familiar with the tools of his trade.

I-36



H.B.C. Property, Babine Post *Babine Indian Village*

British Columbia Posts

No. 3—Babine Post

By C. H. FRENCH and WM. WARE, B.C. District

BABINE was established in the first instance about twenty-five miles from the foot of the lake in 1822 for the purpose of supplying New Caledonia district with dried salmon. The Fraser river watershed had frequent short salmon seasons and the opening of Babine on the Skeena river watershed insured a constant supply, it never having had a short salmon season in its history.

In 1872 the Omineca mining excitement caused a rush of 5000 people, who opened a new route from the mines to Hazelton on the Skeena, crossing Babine lake at its north end. To participate in the consequent trade, Babine post was moved from the old fort to its present location at the head of the Babine river.

There are two interpretations of the meaning of the name—"Lips," or outlet of the lake, and "Thick Lips." The natives at that time used sticks to make their lips protrude as a mark of beauty, resulting in their lips becoming thick. We are inclined to think the last interpretation is the right one, because other natives refer to this tribe as the Babines and also because the original location was 25 miles from the lips or outlet of the lake.

Babine has a population of 10 whites and 343 natives, part of the Dene tribe extending between the Cascade and Rocky mountain ranges from Mexico to the Skeena river. Its industries are fishing, mining and hunting, and nearby is a salmon hatchery with a capacity of 11,000,000.

Babine has a fine Roman Catholic church and possesses a climate and scenery that is bound to bring it into prominence. Shooting, fishing and canoeing are excellent. The lake is 110 miles long and will not average in width more than two miles. It is a beautiful sheet of water surrounded by rolling land and is the chief spawning ground for the Skeena river salmon, where millions of salmon can be seen each fall fighting their way up the small rivers around its shores until they spawn.

The route from Hazelton to Babine is forty-eight miles by pack horses, or from the Canadian National Railway at Topley by wagon road twenty-eight miles to Babine lake, thence north on the lake ninety miles by gas boat, or in winter by sleigh.

"Mystery of the Hansom Cab"

A Backwoodsman's Reminiscence of London

By H. M. S. COTTER

SOME years ago I took a trip to England, sailing over on the *Pelican*. It was my first visit. I got lost one night in London. A pernicious malady had attacked me the very day I landed at the West India docks. It was diagnosed as going broke, and to ward it off I was compelled to resort to much walking. On the night in question, badly lost, I had walked many miles hopelessly trying to pick up the trail. I finally decided to hire a hansom cab. I had the price, but nothing to spare. Now, a London hansom cab was something new. I had never seen one before, but I admired their fine lines, their sprightly horses and elegant trappings, with drivers in keeping, regal, dignified, perched high up at the rear. I was not quite sure how to hail these Jehus. I knew from Mark Twain that there was the right and the wrong way in a strange land; moreover, I did not wish the driver to know he was dealing with a stranger or he might come down off his perch, murder me, or charge me double. Putting on a bold front, I hailed a cabman in what I considered the London orthodox fashion. I only required one cab, but, magic of magics, the instant I gave the password (undoubtedly the correct one) a million cabmen seemed to spring out from the bowels of the earth and rush menacingly at me. I hopped onto the nearest cab, and here trouble commenced. Let me explain to those who have never seen one of these London chariots, that you enter the vehicle from the front. Two doors slant inwards, with an open space above them; the doors open outwards to let the fare in. These doors are opened by the driver from his seat at the rear. When I climbed onto this mysterious cart, I noticed this obstruction. Not knowing they were doors or giving the driver time to open them, but seeing the open space above, I concluded that that was the correct and only way of getting inside, and started to climb over. I was also under the impression that the bottom of the rig was on the same level as the landing outside, but on getting over the doors I fell into a deep hole and was stunned for an instant or two. I was recalled to my senses by a voice (from where I could not detect) asking, "Wot in 'ell are you doin'?" I found out afterwards that the voice came from a small peep hole in the roof where one checked the bet with the driver.

I shouted to the cabman to shake up his shaganappie pony and get me down to the hotel. This he did, and we moved along swiftly. Up to this time it had not occurred to me that the barriers in front were doors, and as the cab slowed up I started to climb out again. I was half way over the top when I felt the doors moving from under me and at the same time heard the cabman's voice down the stovepipe bawling in that quaint Cockney lingo— But I won't repeat what he said, for he was madder than I.

The Story of Tea

By EDWARD H. HUGHES, Winnipeg Depot-Wholesale

CHINA is recognized as the ancient country of tea cultivation and her people looked upon as the originators of the leaf-preservative methods which in principle are followed by the tea-producing countries of India, Ceylon, Java and Japan. There are authorities who give good reasons for the advancement of the theory that India, and not China, is the birthplace of the tea plant itself. In the year 1826 a tree which was subsequently proved to be of the species to which the tea tree belongs was discovered growing in the jungle forests of Assam, and it is contended that seeds were originally conveyed to China and there subjected to careful cultivation; so that, if the plant itself cannot be traced to Chinese origin, the discovery of the usefulness of its leaves can.

Cha (pronounced tscha) is the spoken name for both tea and its infusion in China. The Japanese call it *cha*, and the Russians use the word *tschai*, the French *the*, the German and Dutch *thee*,the Italian and Spanish *te*, the Anglo-Saxon *tea*, the name originating in the Chinese province of Fu-Kien, where it is called *tai*.

It was not until the year 1664 that China tea first came to Europe, and, although introduced by westerners, the beverage was received with a good deal of prejudice, and it was not until the eighteenth century that the people of Europe became habitual users of it. For a period of nearly two hundred years China supplied the rest of the world with tea, and it was not until the middle of the nineteenth century, when the tea-gardens of India, Ceylon and Japan began to thrive, that her enormous trade with European peoples began to decline. That the Chinese tea-growers and manufacturers are more than capable of producing a tea that is beyond question the very choicest, no one will deny; but, unfortunately, the Chinaman is more than conservative, and to this is attributed the policy which was the chief cause in lowering his tea qualities.

The extensive advertising of Indian machine-made teas had the effect of reducing prices to such an extent that European consumers were unwilling to pay the prices the Chinese demanded for their superior product, and consequently the Chinese undertook to lower the quality so that they could sell to the white man an even value for the prices he wished to pay. In order to meet the requirements of European buyers and to withstand the increasing taxable tribute to the government, the Chinaman has been forced to reduce the cost of production, and he has done it by a lesser care in picking and manufacture for transportation, thereby lowering the "cup quality" of his tea. This has proved detrimental to Chinese tea, for the average Britisher likes strength, pungency and flavour of liquor, hence his preference for either India, Ceylon or Java tea.

British India, the second greatest producer of tea, has forged her way to the front with great rapidity during the last fifty-five years. For some

years the northeastern section of Assam produced the entire Indian tea crop, but the increasing demand necessitated a search for other suitable lands, which were found in the western and northwestern parts of Assam. Good tea lands were also discovered in the extreme southwestern portion of the peninsula. British India teas are quite distinctive in character, owing to different climatic conditions.

Ceylon, the third greatest tea-producing country, commenced tea-growing operations in the year 1867, but for several years thereafter the progress was slow, owing to the financial conditions of the country, and it was not until the year 1875 that the first experimental shipment was made to the London market. Each succeeding year has shown an enormous increase in the output of tea and, in spite of the increase that India has continued to show, Ceylon falls little short of that country in her output.

Both in India and Ceylon more attention has of late years been given to finer picking of the leaf, which, together with higher costs of labour, has resulted in higher prices to the consumer, for quality cannot be improved unless closer plucking of the tenderest leaves is undertaken.

Java, the fourth largest of tea-producing countries, commenced this industry in the year 1826. Shrubs and seeds were obtained firstly from Japan, and a few years later from China. At the same time Chinese experts were imported for the purpose of instructing the Javanese in the art of raising the plants and preparing the leaves. Today some of the finest teas in the world are produced in Java, equal to any produced in either Ceylon or India. Java teas, following the makes of the two latter countries, are known as Broken Orange Pekoe, Orange Pekoe, Pekoe and Pekoe Souchong.

Japan, formerly the second greatest producer of the tea leaf, now ranks fifth in the order of production and occupies the unique position of having, practically speaking, but one foreign market for her teas—that of the United States, with comparatively small shipments to Canada. It is surprising that Japan has so far been unable to establish a trade for her teas with continental Europe, for there is no question as to the quality of the teas she produces. It is chiefly accounted for by the fact that the European demand is entirely for fermented black teas of India, Ceylon, China and Java, which Japan does not appear to be able to manufacture.

Late rains, which are extremely heavy in the fall of the year, and the subsequent damp heat of the atmosphere, have a very marked effect upon the quality of the picked leaf and, owing to this fact, tea men give especial preference to these late "autumnal pickings," as they are called, as compared with the earlier "spring pickings," which, in consequence of a lack of moisture, are wanting, as compared with autumn leaf, in body or thickness, aroma and flavour.

—

Short interesting articles similar to above, from members of the staff and friends, on the merchandise in which they specialise, will be welcomed by the editor.

Enthusiasm

By E. N. THUSE

WE were at the public baths one day back in the summer, when a big strapping fellow plunged in and proceeded down the pool, swinging his arms and kicking his legs with great gusto. He could not contain his enjoyment of the water and shouted, "Glorious! glorious! isn't this glorious?" He was our idea of a real enthusiast. On another occasion we made one of a party of H.B.C. golfers and completed two enjoyable rounds by 3.30 p.m. This we considered a fair day, but, there still remaining several hours of daylight, two of the party were away on a third round before we had changed our shoes. These were also genuine enthusiasts.

Although it is not given to all of us to be enthusiasts of the first water, it is a good thing to stir up a measure of it for any work we have in hand. It is wonderful how our task will be simplified, what actual pleasure we will get from even the most prosaic duty.

It is one thing to be enthusiastic in doing the things we like to do, but quite another to be enthusiastic over ordinary daily tasks. But in all arts, crafts and professions and vocations the successful folks are enthusiasts.

Enthusiasm for the work in hand will lead more quickly to success than any other virtue or talent. The successful merchant is always an enthusiast. He'll tell you how well his wares have been bought, and get excited over his sales values, which he feels are unbeatable. He will instil enthusiasm for his merchandise into his salesforce.

There is nothing lackadaisical about the way the successful saleswoman presents a hat or displays a coat, drapes a length of silk or holds a graceful new shoe for admiration. She is enthusiastic about the beauty, the style, the colour, the quality, the value. Her very enthusiasm is contagious and makes a favourable impression on the customer.

Among the extra help recruited by a merchandise man of wide experience while conducting a sale in a western city was a big rawboned Irishman, fresh from the farm, who had never sold a dollar's worth of merchandise over a counter in his life. His hands were rough with manual toil and as he handled the finer silks one could hear the rasp of them over the goods. But this fellow entered into his unaccustomed work with such enthusiasm that his sales far outdistanced the others before the sale was over.

Yes, enthusiasm, rightly applied, is a virtue worth cultivating.

I find the gayest castles in the air that were ever piled far better for comfort and for use than the dungeons in the air that are daily dug and caverned out by grumbling, discontented people. A man should make life and nature happier to us, or he had better never been born.—*Emerson.*

Duncan Matheson

(Service 1864 to 1906)

WORD reaches us of the passing of another commissioned officer of the Hudson's Bay Company, in Duncan Matheson, retired factor, who died at his home in Inverness on January 28th, 1924, after a brief illness. His funeral was attended by a number of his fellow clansmen and many others of his old friends.

A photograph and a short biographical sketch of Mr. Matheson appeared in the December (1921) issue of *The Beaver* (pages 4 and 5).

We are indebted to the *Inverness Courier* of February 1st, 1924, for the following additional notes:

"Duncan Matheson had many thrilling stories to relate of his varied experiences, and frequently entertained his friends by recording outstanding events in the history of the Hudson's Bay Company. The period preceding and succeeding his advent to the service was full of incident and romance, and of such prominent personages as Sir George Simpson and his nephew, Thos. Simpson, both natives of Ross-shire, he had much to tell. He was well acquainted, too, with the late Lord Strathcona, and with many others whose names are closely associated with the history of the Company.

"A typical highlander of the old school, imbued with the social and religious instincts of his race, Duncan Matheson was the embodiment of the strong, upright, sturdy sons of Lochalsh. He was always true and faithful, and in all circumstances strictly conscientious and reliable, and woe betide the subordinate who made any suggestion that might involve deviation from what he considered his duty. His character in this respect is illustrated by an incident which took place in 1871. In the spring of that year a party of the Company's servants were sailing down the Assiniboine river to Fort Ellice. Duncan Matheson was temporarily in charge, and, food running short, it was suggested that one of the Company's old draft oxen might fittingly be sacrificed. Matheson with horror refused. 'What!' cried he, 'kill a Company's ox! No! never while I am in charge!' Mr. Matheson was awarded the Hudson's Bay Company's gold medal for long and faithful service, a mark of appreciation which he much valued.

"For kindness, unassuming, unostentatious lowliness of mind, and for dignified gentlemanly conduct, this excellent highlander, who lived so much of a hermit life, was worthy of the noblest traditions of his race. He was of the same Mathesons in Lochalsh as his namesake, Rev. Duncan Matheson, of Knock and Gairloch. His handsome figure will be missed in Inverness and his native district. Many of the poor that were pensioners of his bounty will mourn the loss of a good friend. His memory will long be fragrant."

An Old H.B.C. Skipper

(The Late Captain William Barfield)

AN interesting link with the Hudson's Bay Company's transport service has been severed with the passing of Captain William Barfield, Gravesend, England. Captain Barfield belonged to the old school and the romantic days of the wind-jammer. He encountered many thrilling adventures in the course of his career, having traded all over the world, been in command of a ship on fire at sea, caught in ice, and practically marooned for an entire winter amid cold and desolation.

He was for several years engaged in the transportation of the Hudson's Bay Company's furs and supplies between Canada and England.

The story of his voyage in August, 1890, in command of the *Prince Rupert* is worth recording.

He set sail from England, encountering good weather until they reached Fort Churchill on Hudson Bay. Here he met heavy gales, with snow and sleet. He set sail again for home in October, but, on arriving at Mansfield, south of Hudson Straits, ran into ice. The vessel sprang a leak, and all hands were called to the pumps. The temperature was falling steadily, and for many hours the men continued to pump, unable to get time enough to feed. Ice began to form on deck and, when this was two feet thick, the captain decided to turn back and face a journey of eight hundred and twenty miles. They reached Charlton island, where arrangements were made to winter. Provisions were landed on the beach and timber huts were erected for the party of twenty men. Captain Barfield himself acted as tailor and shoemaker for the crew, and worked unceasingly to better equip his men to face the rigours of the winter before them. He provided entertainments for them and kept them busy chopping wood and doing other chores. They were fortunate also in having a fair supply of literature with which to pass the time.

Later on they discovered that there were Eskimos on the island. Scurvy broke out among the crew, to which two of the men succumbed. In March, 1891, Captain Barfield made a sledge journey of eighty miles and brought back fresh meat. This, with cranberries found on the island and the judicious use of the captain's medicine chest, restored the crew to health. Long shooting expeditions were undertaken also from time to time at the instigation of the indefatigable skipper, and the game thus obtained made a welcome and necessary change in the diet.

On June 22nd, 1891, the ice broke up and the ship, to the great relief of all, was set afloat. They reached home on October 6th, having been fourteen months on a round trip which nowadays occupies thirty days.

On this voyage he had not been heard from and was thought to be lost. His return was celebrated by rejoicing on the part of his friends, and a complimentary dinner.

Such Is Life

By GEO. FOSTER, Winnipeg

Winnifred Violet Rebecca McShean
Was one of the prettiest girls to be seen.
She had lustrous brown eyes and a fine chiselled nose,
Her lips were just like the bud of a rose,
Her wavy, bobbed hair was as dark as the night;
When any man saw her, 'twas love at first sight.
Her clothing and hats were of latest creation—
For being well dressed she had some reputation.
On Susan May Brown the folks used to frown.
She was freckled, shortsighted and lame.
Her mouth was askew, her teeth they were too,
And her hair was the colour of flame.
But Susan was clever, her brain was alert;
Winnifred Violet knew naught but to flirt.
At studies of all sorts, Susan excelled;
Winnifred boasted of being expelled.
Susan was musical, could cook and could sew;
Milk came in bottles, that Winnie *did* know.
On the subject of marriage both girls were agreed
"I'm just of the type that all young men must need."
"The men of today want a girl with a brain;
They do not mind if her face is quite plain."
This was the way Susan looked at the question:
But Winnie's dull mind had a different conception—
"The man of today wants a nice-looking girl,
Who can take her position in life's social whirl."
Winnie got married, that's what I heard;
Susan's still typing at so much a word.
Somehow or other, it's always like this;
The girl with the brains is the one we all "Miss."

"I'M GOING TO MAKE MORE MONEY!"

"I'm tired working for a small salary. I know I have just as good a head on me as Fred Moore and Bob Roberts, for we used to work side by side. But they've gone far ahead of me.
"Why? Because they saw the value of special training, and I didn't.
"But I know better now. If the International Correspondence Schools can raise the salaries of men like Fred Moore and Bob Roberts, they can raise mine, too!
"If they have helped others to advance, they can help me. To-day—right now—I'm going to send in this coupon and at least find out what the I.C.S. can do for me."
You, too, can have the position you want in the work of your choice. No matter what your age, your occupation, your education, or your means—you can do it! All we ask is the chance to prove it—without obligation on your part or a penny of cost. Just mark and mail this coupon and you will receive full particulars.

..... TEAR OUT HERE .....

INTERNATIONAL CORRESPONDENCE SCHOOLS CANADIAN, LIMITED
Department 1571-C Montreal, Canada

Without cost or obligation, please send me full information about the subject before which I have marked "X" in the list below:

BUSINESS TRAINING DEPARTMENT

☐ Business Management	☐ French
☐ Industrial Management	☐ Salesmanship
☐ Personnel Organization	☐ Advertising
☐ Traffic Management	☐ Better Letters
☐ Banking & Banking Law	☐ Foreign Trade
☐ Accountancy	☐ Show Card Lettering
☐ Nicholson Cost Acc'ting	☐ Stenography & Typing
☐ Bookkeeping	☐ Common Sch'l Subjects
☐ Business English	☐ High School Subjects
☐ Private Secretary	☐ Illustrating
☐ Spanish	☐ Cartooning

TECHNICAL and INDUSTRIAL DEPARTMENT

☐ Electrical Engineering	☐ Architect
☐ Electric Lighting	☐ Contractor and Builder
☐ Electrical Wiring	☐ Architect'l Draftsman
☐ Mechanical Engineer	☐ Concrete Builder
☐ Mechanical Draftsman	☐ Structural Engineer
☐ Machine Shop Practice	☐ Plumbing and Heating
☐ Railroad Positions	☐ Textile Manufacturing
☐ Gas Engine Operating	☐ Chemistry
☐ Civil Engineering	☐ Pharmacy
☐ Surveying and Mapping	☐ Automobile Work
☐ Min.Eng.or Metallurgist	☐ Navigation
☐ Steam Engineer	☐ Agriculture & Poultry
☐ Radio	☐ Mathematics
☐ Airplane Engines	

Name.....
Street Address.....
City..... *Prov.*.....
Occupation.....
If name of Course you want is not in the above list, please explain your needs in a letter.

RICE LAKE CANOES

GUIDE'S SPECIAL OR
PROSPECTOR'S MODEL

MADE STRONGER STILL WITH

CROWN PLATES

PATENTED

PROVIDING A
STRONGER
BOW

A STRONGER
STERN

The **CROWN PLATE** locking the stem, the gunwale and the ribs eliminates every possibility of splitting or spreading, while adding no weight.

The Longer Life and Service given by this feature reflect the **RICE LAKE** reputation for quality and workmanship—well-built from stem to stern, close-ribbed light cedar body covered by flawless canvas, filled with a filler as hard as flint, made to withstand the rough usage of the Northwest country.

	Width	*Depth*	*Weight*
17 feet—Guide's Special	*35*	*13*	*80*
17 feet—Prospector's	*36*	*15*	*82*
18 feet—Guide's Special	*36*	*13*	*85*
18 feet—Prospector's	*42*	*15*	*90*

RICE LAKE CANOE CO. LIMITED
COBURG, ONTARIO

SUPPLIED THROUGH ANY HUDSON'S BAY COMPANY POST

News From Stores, Posts and Branches

Vancouver

A Sparling, buyer for our men's and boys' clothing, and D. Dale, buyer for our men's and boys' furnishings, left on their semi-annual visits to the eastern markets on March 15th.

B. M. Clarke, buyer for ribbons, gloves and hosiery, left on his semi-annual visit to the eastern markets on Tuesday, March 11th.

—

THE TRACK CLUB

On March 3rd a meeting was held to organize the track club for 1924. P. E. Rutherford was elected to the presidency; Ted Purdy became vice-president; and Pat Logue, secretary. G. Hearns, manager of the sporting goods department, was unanimously selected as coach and trainer. The club is looking forward to a very successful season, over forty men having signified their intention of joining. We have some very good material and should develop a team capable of doing well. Natty green and gold gymnasium shirts have been supplied, bearing block letters "H.B.C." These will give the team a capable and business-like appearance; the rest is up to the men themselves. The Hudson's Bay track team is out to make a name for itself this year. If you see H.B.C. entries in track meets this summer, give the men your support by turning out and cheering them along. Support of this kind goes a long way towards success.

—

CRICKET

Once again have the H.B.C. cricketers come to the front. Two very enthusiastic meetings have been held in which Mr. Redston was elected captain; Mr. Mackie, vice-captain, and Mr. Hart secretary. The selection committee was chosen, and includes Captain Redston and Messrs. Jardine and Abell. A team has been entered in the Wednesday cricket league, equipment purchased, and private practice grounds obtained. Much promising material has been found to augment the old hands, but this of course has not yet been tried out. If enthusiasm is any indication, we should have a good team. Support should not be lacking, for the store has many old cricketers in its service.

—

TENNIS

Tennis fans will be well looked after this year. Application has been made to the parks board for the use of two courts at Stanley park and two at Kitsilano for both afternoon and evening periods on Wednesdays.

—

SUGGESTIONS

Sport suggestions are always welcome by the sports committee — E. Williams.

—

QUICK TURNOVER FOR FURS

The failure or success of a fur season depends largely on weather and prices. A long, cold winter, with the prices of fur garments sufficiently low to allow a reasonable margin of profit, assures the fur industry of a satisfactory season.

Fur garments are needed in the winter months, and the demand must be met and in a manner satisfactory to consumers. When the fur market is bearish and the visible supply of skins seems limited, the manufacturers of fur garments are confronted with the age-old problem of trying to square the law of supply and demand with stabilized selling prices. There is a strong affinity between the prices of skins in the raw state and made skins. A fluctuation in the values of raw furs must necessarily affect the values of skins in process of manufacture. As a result, the retail prices of fur garments can and do not vary between August and the early winter months. The bargain prices quoted at the annual summer fur sales held by practically all retail fur shops are not always accepted by the public as such. This is partly due to the fact that so little is known about furs—where they come from, how and when they are trapped and

why the prices of furs, for instance in London and Montreal or Edmonton, should affect the midsummer sales held in, say, Toronto or Vancouver. But there is a subtle and intricate relationship between raw market values in August and retail prices. In most instances, furs bought by the consumers in August are well bought, and furs bought by the buyers in the spring can seldom be duplicated at the same price for delivery to meet the fall rush. The fur department of any store must therefore have a quick turnover between August and Christmas. This necessitates good advertising and equally good selling on the floor. One who sells must know something more about furs than just the names of the different pelts.

There is nothing to compare with furs for beauty, durability and protection from cold. Furs are in a class by themselves and should be treated as such by all retailers. No effort should be spared to present them in surroundings fitted to their regal state. If fur salespeople study their merchandise, they will find such study bringing its own reward in sales. Every fur pelt has a history replete with interest and romance, and the more that is learned about the different skins the easier will be the sales and the greater the pleasure in selling.—*C. R. Booth.*

Nelson

H. Buchan Dall, who for the past two years has been in charge of the ready-to-wear department, severed her connection with the Company this month and has moved to Vancouver, where she has accepted a position. Before her departure, the staff presented Miss Dall with a handsome silver flower basket and an electric iron, the presentation being made by Mr. King, who in behalf of the staff wished her success in her new position.

We welcome Maude H. Callaghan, of the Hudson's Bay Company, Vancouver, who has been transferred to Nelson as buyer of the ready-to-wear department.

T. E. Maddock, manager of the men's furnishings department, has just returned from a buying trip to Vancouver.

Victoria

Mr. James Thomson, of Winnipeg, has been spending a holiday in Victoria.

The California climate evidently agrees with our friend Mr. Campbell, late of the office staff. He writes to a friend saying that he is meeting with all kinds of prosperity, including a son and heir. His friends at the Victoria store extend to him their heartiest congratulations.

As a token of kindly remembrance, the store associates of the late Dorothy Savage, who passed away a year ago under particularly sad circumstances, subscribed for a wreath to be placed on her grave. Mr. and Mrs. Savage wish to express their thanks for sympathy shown in such a thoughtful way.

Several of our buyers have recently returned from the markets. Miss Workman, of the millinery department, Miss McLaren, of the whitewear, and Miss Grimason, ready-to-wear, report having secured some exceedingly good buys in spring merchandise. Mr. Gordon (furs), Mr. Mowry (hardware), and Mr. Davidson (gloves, hosiery, etc.) have also returned after most successful trips.

At the time of going to press, J. L. Hunter is leaving for the eastern points to buy for the men's and boys' departments.

—

WHAT'S ON YOUR MIND?

Just suppose we were all equipped with nice plate-glass foreheads that permitted our customers to look into our minds the same as they can the store windows. Wouldn't it often be awful to contemplate? Your mental attitude toward your customer means much in making or losing a sale. The person across the counter can often *sense* your unuttered thoughts by your mental attitude. You may be *bored stiff* and, if you are, your customer *gets you* every time. Your attitude of indifference is reflected, and your customer loses interest. You may think the customer is a *crank* or only *shopping* and your attitude tells her she won't buy, and she takes the suggestion readily. People will often get what you

think more quickly than what you say. Let your face be a showcase of your best thoughts. Courteous words, courteous thoughts, with a genuine ring of sincerity, always carry conviction. Cheerful readiness to serve, with intense interest to please, will make your sales grow and your popularity increase.

—

FOOTBALL

Our football team will finish in second place in the Wednesday district league. This is very gratifying, considering the rather discouraging results at the commencement of the season. Much of the credit is due to our splendid defence, as shown by the small number of goals scored against us. The forward line is also largely responsible for the excellent showing of the last few weeks. Messrs. Shrimpton, Woodley and Haines have been putting in particularly good work; the latter player, however, was unfortunately debarred from the last match or two on account of a twisted knee. Following are the scores obtained in recent matches:

Hudson's Bay *vs.* Cranleigh House....3 to 0
Hudson's Bay *vs.* Broad Street.....2 to 1
Hudson's Bay *vs.* Teamsters.....1 to 0
Hudson's Bay *vs.* Broad Street.....1 to 0
Hudson's Bay *vs.* Garrison.....1 to 0

In addition to the above matches, our team won a brilliant victory over the Moose with a score of 2-0. This was in competition for the Combination Cup.

—

BASKET BALL

The end of March saw the close of the basket-ball season. Both ladies' and gents' teams finished in excellent form, having held up well the 253-years reputation of Hudson's Bay Company. Two games in particular should be mentioned. In the match played with the Cedar Hill girls, our own fair huskies defeated the visitors by a score of 8-4. The men were in their best form when they met St. Andrew's church team and, after a hard, exciting game, found the score tied when the whistle blew for time. In an overtime period the Bays were victorious, scoring two baskets just before the finish, making the total score 43-39.

Vernon

We are pleased to report that H. Pout, our manager, is back on duty, feeling one hundred percent fit after an eight-weeks absence occasioned by a general breakdown. During Mr. Pout's enforced absence from business, A. Taylor from Vancouver store carried on, making many friends among employees and customers during his stay.

L. Livingstone visited Vancouver recently, purchasing many lines of women's wear for spring business.

E. J. Lancely also was in Vancouver selecting fall goods from samples on display by Mr. Eynon from London office.

Large shipments of new merchandise are arriving daily and being put on display, giving the store a real spring appearance.

Mr. Allen, superintendent engineer, was in Vernon recently inspecting the Company's property and machinery.

Mrs. H. Pout has arrived home after an extended holiday trip in Europe which embraced England, France and Italy. Miss May Pout is remaining in London to continue her musical studies.

With the approach of the golfing season, Jimmy Henderson is brushing up his tartan accent so necessary during foozels and short putts; but he threatens to put on his kilts when playing and so beat everything in sight.

E. J. Lancely and H. I. Masters are keen rivals in chicken raising. Lancely states his hens are the better layers, because his are athletes—being of lighter build, they can fly higher, thus catching the bugs on the wing; result, live food, extra exercise and consequent greater productivity. Masters says his are better because he lets their toe-nails grow and they can scratch better. Lancely says it all depends on what they want to scratch; his hens don't have to scratch, they are perfect ladies! But the contents of the water-glass jars in October will tell the tale.

Calgary

FASHION SHOW

The annual spring fashion show was held March 13th, 14th and 15th and was a decided success. The exposition was held in the Elizabethan dining room on the Thursday and Friday afternoons and presented at the Capitol theatre each evening. Mr. Pöllen is to be congratulated on the able manner in which the show was handled and for the splendid array of latest spring fashions. The following young ladies were chosen from the store as models: Misses O'Neil, Smith, Hampton, Rankin, McColl, Tyler, Dunsmore, Anderson, Hill and I. Summers, Mrs. Jensen, Mrs. Lewis and Mrs. Langille.

—

The mail-order department received an order the other day from an Irish lady in British Columbia as follows: "Will you kindly ship as soon as possible one only high chair for baby, good quality, with legs well apart at the bottom."

—

H.B.C. EMPLOYEES' WELFARE MEETING

The first meeting of the board of directors of the association for this year was held March 6th, and plans were outlined for activities for the coming year. The treasurer's report was very encouraging indeed and showed the association to be in the best financial standing since its formation. The new officers for the year were elected as follows: Honorary president, P. J. Parker; honorary vice-president, F. M. Johnston; president, A. D. Vair; vice-president, W. E. Vanner; second vice-president, J. B. Neal; third vice-president, Miss J. McColl; secretary, S. R. Edgar; treasurer, R. W. Mason.

The budget for the year totals $1210, and the board of directors has every confidence in winding up the coming year with the balance on the right side. The new golf course, which was opened up last year, proved quite a success financially, as it has practically paid for itself in one year. Appropriations have been made for all lines of sport for this year, so all employees will have an advantage of being able to choose any line of sport that they desire. More definite plans for the opening of the golf course and other activities will be taken up at the next meeting.

—

BETTER RETAIL SALESMANSHIP

In the last issue of *The Beaver* we made quotations from an interesting little booklet entitled "Better Retail Salesmanship," and believe that our readers will be interested in what this writer says regarding the "Opening of a Sale to a Customer."

There are four steps through which you must lead the customer's mind in order to produce a sale. You can't make a sale unless the customer's mind travels through these four stages: 1, Attention; 2, Interest; 3, Desire; 4, Action.

Do you know how to guide a customer through these four steps to a sale? You must get the attention of the customer, arouse his interest, create desire and get action.

Ask yourself these questions about the customer: First, "Have I his attention?" Second, "Is he interested?"

When can you tell? When he begins to handle the article, look at it and ask questions. By these actions he is saying to you "I am interested." However, you have to do something more than just arouse his interest.

The next step is to get your customer to desire your merchandise. A sale grows like a flower. It must be given proper care until it finally has developed.

Do you know when the customer desires your merchandise? When he begins to offer objections to buying; when he attempts to ward off buying.

Do you get everything you desire? I don't. You have to do something more than get the customer to desire your merchandise. You must get him to act.

Have you enough reserve selling talk to do this? Do you know enough about your merchandise? Have you physical energy to talk to him convincingly and show him value, or are you played out physically?

AN INTERNATIONAL TWOSOME

The following was reported to us by one of our enthusiastic golf players and may serve as a golf story just prior to the golf season.

The great international golf match between Major Foozle, of England, and Provost MacDuff, of Scotland, commenced here this morning. The players in question represented the maximum handicaps of their respective countries. The weather was wet, and a large company assembled to witness the match. At the first hole (385 yards) the major led off with a low, bumping shot to within 350 yards of the pin. The provost drove to the edge of the tee. Twenty minutes afterwards the hole was halved in 14. The provost took the lead at the third, the major having just missed a putt of an inch. At the next—the short hole—the major sliced his seventh into the quarry and, taking ten to get out, became two down, his opponent having holed out a lucky 15.

With his drive at the sixth, the major struck a spectator who had stupidly been standing at right angles to the tee. On the eighth green the provost skied his putt and lost the hole. A mechanical 11 followed and the Scotsman turned one up. At the tenth, playing a determined game, the major smashed his brassie.

At the eleventh the provost drove a divot 150 yards. Approaching from the edge of the thirteenth green, the Scottish representative made the second longest shot of the match. At the fourteenth the major teed a dozen Haskells before clearing the burn. The provost, who went round by the "brig," won in 19. The long hole was halved in a strenuous 25.

Late in the day the major drove into the last bunker on the course, the provost following with the like. Here, for the next half-hour, play was of an even nature. Then the major sent for a new niblick. After the landslip, the umpire decided to postpone the match.

"No matter how foolish the customer's complaint may seem to you, remember it is a serious matter with the customer."

Edmonton

SPRING OPENING

Our fashion parade, which was held March 11th to 13th inclusive, was, as usual, a huge success. Greater crowds than ever were in attendance each day to catch the first glimpse of all that Dame Fashion has decreed correct for spring, 1924. The models paraded on a long raised platform down the full length of the cafeteria and the Hudsonia dining room to the delightful strains of the Macdonald orchestra. Much favourable comment was heard on every hand, and keen interest was shown by the capacity crowds each day. The eight charming models were selected from the salesladies of the store, and for those who did not know them it was hard to believe that they were not professional mannikins. Four of them had never modelled before, and to them great credit is due. A word of praise must be given the hard-worked dressers who laboured so strenuously behind the scenes making quick changes on the models. This important part of a fashion parade is frequently lost sight of when handing our bouquets to others who are more in the limelight. The models were as follows: Lola Hepburn, Etheleen McEwen, Doris McLeod, Nellie Nicholson, Vinnie Cox, Eileen Bernsconi, Irene Barry and Freida Cooper.

—

WINDOW AND STORE DISPLAYS

The window displays drew crowds to the store to view them, and truly springlike in character they were. The Edmonton store's opening displays are always of a highly artistic nature, and season after season it seems as if the pinnacle of perfection has been attained. Then along comes another season and we pronounce the windows to be the best ever. The main aisle was also beautifully decorated, and resembled a miniature apple orchard running down the full length of the main floor. To add more realism to the scene, dozens of caged canaries were concealed in leafy bowers around the pillars, singing to their hearts' content. Customers, upon entering the store, were immediately

ushered into a fairyland with birds singing and spring blossoms greeting the eye at every turn. C. Digney (display manager) and his capable staff are to be congratulated on their efforts this spring.

—

This actually happened on the floor of Edmonton store: A little girl about six years of age, who, with her mother, was viewing some spring suits displayed on wax models in the ladies' ready-to-wear department, turned to her mother and asked, "Mamma, who are all these dressed up dead people?"

Messrs. Chasey, department manager of the men's clothing, Lockey, of the staples, Ballard, of the fancy goods, Higgins, of the home furnishings, and Roberts, of the dress goods, are away buying for their respective departments.

Mr. Beckett, manager of the hardware and china departments, has returned from an extensive buying trip. He reports business conditions greatly improved in the east.

Miss Mae Doherty has been given charge of the women's cotton and wool-knit underwear in conjunction with her hosiery and glove departments.

Mr. Nevin, floor manager, has resigned to take up a position with another firm in this city.

Mrs. Nash, head saleslady in the ladies' ready-to-wear department, is once again in her accustomed place after two weeks' sickness.

Miss Bernsconi, of the ladies' shoe department, we regret to say, has left us after five years' active service.

J. Wright, our assistant window trimmer, has left to take an important position of a like nature in the city. We are more than sorry to see Jimmie go, and wish him every success in his future career.

The following are newcomers whom we are pleased to welcome to our big family: Miss Rand to the silk department, Mrs. Johnson and Miss Riddell to the millinery, Miss Howey to the stationery, Mr. Wren and Mr. Alsop to the hardware section.

Miss Barry has been transferred from the stationery to the drugs section.

After a spell of sickness, Mr. Digney, display manager, is once again on the job, just in time for the spring opening.

Mr. Parker, general manager of Alberta stores, was a recent visitor on business.

Miss Harvey, of the boys' clothing section, has been transferred to the infants' department, taking the place left vacant by Miss Cox, who was recently promoted as assistant to the manager of the fancy goods department.

Miss E. Drew, of the mail-order department, has resigned in order to take up the more important duties of matrimony. She will be greatly missed from her accustomed place in the department, which she has held for the past two years.

Lethbridge

Our association dance held last month in Harper's Hall proved equally successful with those held on former occasions. An abundance of foliage was used in the decorations, and both members and friends of the staff report having a most delightful time.

Jas. Young, buyer for dry goods, who is visiting eastern markets, reports having procured several good lines for special selling events. Mr. Young hails from Edinburgh, Scotland.

Miss Thomas spent two weeks in the eastern markets buying ladies' ready-to-wear.

Mr. Thompson, along with men's wear buyers from the Calgary and Edmonton stores, spent considerable time in eastern cities, both in Canada and United States, making purchases.

The mysterious Master Cupid continues to use his bow and arrows and to control the heart-strings of members of the staff. The first of his victims to be reported are Belle Hall and Ed. Leason. Next on his list is Miss Gregor, of the hosiery depart-

ment, who was united in wedlock to Harold Marshall in Calgary. The very best wishes of the staff are extended to both Mr. and Mrs. Leason and Mr. and Mrs. Marshall.

We are pleased to welcome Miss Robertson to the shoe department, in the place of Miss Alexander who was obliged to transfer her home to Vancouver owing to the ill health of her mother.

We wish to welcome through *The Beaver* columns the following new members of the staff: Misses Bridle, Conn, Hallworth and Hutchison, also Mr. Tenberg.

The members of the staff extend to W. L. Ogden, Mrs. Ogden and family, their heart felt sympathy on their recent sorrow, in the passing away of Mr. Ogden's mother in Winnipeg.

Yorkton

Dollar-day sale put on here last month was well worth while. Many took advantage of the numerous specials that were provided.

Mrs. Auderkirk, of the ladies' ready-to-wear, spent a few days in Saskatoon last month renewing old acquaintances.

Mrs. Davey, expert corsetiere of the Gossard Corset Company, spent two days here last month. Our corset section received a big boost from her perfect-fittings and expert advice.

A curious accident occurred recently when a wheel of the Yorkton hotel bus tried conclusions with one of our plate glass windows, with disastrous effect on the window. As the bus was rounding the corner the rim bolts on the front wheel came loose and the rim, tire and all rolled into the corner window, shattering the big sheet of glass.

At the recent quarter-century anniversary of Yorkton Lodge A.F. and A.M. No. 12, an interesting and able historical review of that organization was given by F. J. Moritz, in the course of which he touched on one matter of interest to people connected with the Hudson's Bay Company. He pointed out that the first secretary of the Yorkton Lodge was Charles D. T. Becher, the first manager of the Hudson's Bay store at Yorkton. When the old Hudson's Bay post at Shoal Lake, Manitoba, was burned in 1898, the Company opened its branch in Yorkton, which at that time was the marketing point for the large and prosperous territory bounded on the east by Winnipeg, on the north by the Arctic circle, on the west by the Rocky mountains, and on the south by Fort Qu'Appelle. Mr. Becher remained as manager until 1902, when he was succeeded by H. W. Rylands, who in turn was in 1905 succeeded by J. S. Smith. H. N. Louth, the present manager, who succeeded Mr. Smith in 1914, was born in Lincolnshire, England. He came to Canada thirty-three years ago and began his career with the Hudson's Bay Company in August 1891. In sport he is keen on curling and lawn bowling; he is also fond of gardening. He is associated with the Freemasons and Odd Fellows in Yorkton and takes a prominent interest in all matters pertaining to the welfare of the town and district. Mr. Louth is the president of the board of trade, and has served a term of two years on the board of the local collegiate institute.

Kamloops

We welcome Miss Littlewood to our shoe department. The manner of her display of shoes shows experience. Every shoe seems to have a smile as you pass.

We have had a visit from Mr. Packman, accountant of Vernon store.

We have with us at time of writing Messrs. Benjamin and Moulder from Winnipeg head office.

We are pleased to extend a welcome to A. V. Alexander, who has recently assumed the position of accountant at this branch.

Saskatoon

Retail

We are glad to welcome Mr. Wilson, who comes to take charge of the decorating department. Mr. Wilson is a former employee of this store and has many friends among the old Cairns' staff. We wish him all success.

Among the newcomers to the store are Misses Welsh, McKelver, Saunders, Ward, Mrs. Ross and Mrs. Palmer.

We are pleased to know that Miss Rowe, who has been ill for some time, is recovering rapidly.

Miss Buffy spent last week-end in Edmonton renewing old acquaintances.

Miss Johns has given up her position in the ribbon department and has taken a position as school teacher in some little town in God's back fields.

We are inclined to believe that the visit of the sixty-two-year-old flapper to the "Pan" a few weeks ago has influenced a number of the young ladies of the staff to have their hair bobbed; in fact there seems to be an epidemic of bobbed heads. Among the young ladies flaunting short and beautifully fluffy curls are Misses Hall, Padbury, Divine, Brockington, Patton, Fontain, Noble and Mrs. Edmunds. We believe that Miss Horrocks and Mrs. Frost are to be among the number soon.

A novelty curling bonspiel was held at the curling rink March 4th to 11th. Miss Amson, of our millinery department, distinguished herself by her brilliant playing and carried off the trophy. Miss Patton, of the audit department, tried too, but seemingly Miss Amson could go one better.

The hockey match between the Imperial Oil Co. and the H.B.C., which is to take place on Wednesday evening, and the bowling match between the single and the married men of the H.B.C. on Thursday evening are looked forward to with pleasure.

Saskatoon Wholesale

It is rumoured that E. B. Johnson is to be married early in June, and we understand that the bride is an ex-employee of the retail store.

The Hudson's Bay population in Saskatoon is on the increase. Mr. Tupman and Mr. Reibetary, of the H.B.C. wholesale, are the proud fathers of baby girls. Congratulations!

Winnipeg

Changes in the physical aspect of the drapery department have been commented on very favourably. The entire south wall and east windows are given over to a striking display of window curtaining and draperies, featuring the newest treatments. A bay window, French window and fireplace are very attractive parts of the scheme.

Busy scenes are being enacted at the front of the store as the show windows are being remodelled. Enough progress has been made at time of writing to show that the effect will be a great improvement. Permanent backgrounds of panelled wood and a new hardwood floor several feet lower than the old are the chief changes, which will give to the displays a decidedly modern look.

We are glad to welcome back Kathleen Ferris, of the credit department, after six weeks' absence on the sick list.

Violet Parker, of the hardware department, is still unable to be at her place of duty owing to throat trouble. We hope she will soon be with us again.

A. H. Robinson left the employ of the Company on March 1st to try his fortunes in Portland, Oregon. Prior to leaving, a party of store people visited his home and enjoyed a happy evening, during the course of which he was asked to accept a handsome club bag and gold-filled pencil, together with the good wishes of all his associates for success in his new venture. Mr. Robinson has been a familiar figure so long that one of his associates in the

men's shop has been moved to write this spring poem on his departure:

He was always on the job
With his pleasant words and smiles,
And each day he must have travelled
many long and busy miles.
We shall miss his manly form
Strolling up and down the aisles
Showing all the pretty ladies where to
find the latest styles.

"In the spring a young man's fancy lightly turns to thoughts of love." That's what must have happened to Archie. He called up a Winnipeg young lady who is employed on the main floor by 'phone all the way from Los Angeles. She was so elated she took the morning off.

A snowshoe tramp was heartily enjoyed by about one hundred enthusiastic hikers from the Retail on the evening of February 26th. The party met at Linwood school about 8.30 p.m. and proceeded up the Assiniboine river for a mile or two. Several groups became lost in the fog, which was exceptionally dense, but all managed to return sooner or later to the school and enjoy refreshments and dancing till a late hour.

—

THE 100% OF RETAIL SALESMANSHIP

Believing in the value, importance and dignity of my occupation as assistant to the public in promptly and conveniently supplying its manifold requirements; and in order to fulfil my responsibility acceptably to my customers, to my employers and to myself,

I am Resolved

(1) To treat each customer with the courtesy that springs from genuine friendliness and respect.

(2) To have more thought for the customer's final satisfaction than for the amount of the immediate sale.

(3) To know my stock—and to be accurate in statements about merchandise.

(4) To be as attentive to the purchaser of an inexpensive article as to one whose needs are more elaborate.

(5) To seek a clear understanding of the customer's exact requirements, that I may present merchandise which is precisely the thing desired.

(6) To be patient with the customer who is provoked; prompt with the customer who is hurried; sympathetic with the customer who is puzzled; considerate of those difficult to satisfy, and hospitable to those who are strangers in my store.

(7) To be friendly, but not familiar; cheerful, but not boisterous; to give information, not advice.

(8) To keep my service up to the standard of my merchandise.

(9) To increase my sales, not by means of persuasion or trickery, but by making customers feel that this is a store in which they are served pleasantly, capably and promptly; so they will wish to do as much of their buying here as their needs permit.

(10) To be loyal to my employer, considerate toward my associates, and thereby keep true to myself.—*The Hudsonian.*

Wholesale-Depot

CURLING

Congratulation to John Poitras and his noble band of curlers, who succeeded in winning their way right down to the finals of the caterers' bonspiel. The team played in great style, disposing of some of the best curlers in the city, only to be nosed out at the finish by a 9 to 8 score, which is very creditable. John himself played wonderful games in the semi-final and final. The team was composed of Messrs. Poitras, skip; McMicken, third; Allen, second, and O. Thompson, lead. A. Thompson substituted for McMicken in the last two games.

The Wholesale curling league continues to ramble at a very interesting gait. Last week's games nearly resulted in a general tie of all the teams, but McMicken managed to win. The standing is as follows:

	Won	Lost
McMicken	5	3
Nairn	4	4
Hughes	4	4
Thompson	4	4
Poitras	3	5

The Wholesale rinks played the Retail in a series of four games, in which the Wholesale won by nine points.

Land Department

Curling has provided the usual good sport for the enthusiasts of the land department. Once again Cecil Joslyn has run away with the cup, going through the schedule without a defeat. While once-a-week curling does not develop skilful play, it is laying the groundwork for the cultivation of some real artists at the game, witness Charlie Millar, also Russ. McGill, who plays a stellar game without practice. The season's play from beginning to end was marked by the friendliest rivalry and was not marred by the slightest friction. This is a tribute to the "roarin' game" and to the good sportsmanship of the land department curlers. The results were as follows:

	Won	*Lost*	*Points*
C. Joslyn	8	0	97
T. Nicholls	4	4	68
H. F. Harman	3	5	65
W. Conn	3	5	60
G. L. Bellingham	2	6	74

W. C. Everitt has been on the sick list with a badly poisoned hand, but we are pleased to see him back to work, although his digits are still bound in white lint.

Winnipeg General

JOINT PARTY

Our second big party of the season was held in Manitoba Hall on March 7th, when every department of the service in Winnipeg was represented—executive, fur, land, wholesale and retail. Three hundred and fifty merrymakers participated in the dancing, cards and refreshments which were provided for their entertainment, and for downright enjoyment the party was voted even better than the first one. Messrs. FitzGerald, Veysey, Cooke, Calder and Ogston were present at the family gathering, also many former members of the service. Mrs. FitzGerald presented the prizes to the winners in the whist drive. These were as follows: Ladies' first, Mrs. Dickson; second, Mrs. Hay; consolation, Mrs. Peirson; gentlemen's first, John Calder; consolation, Jimmy Davidson.

The committee in charge of the entertainment comprised Misses Pritchard, Boyle, Morrison; Messrs. Parker, Fowle, Mapstone, Nairn, Brock, Watson. These ladies and gentlemen are to be congratulated on the smooth and unobtrusive manner in which their arrangements were carried through.

—

INTER-DEPARTMENT CURLING

The Wholesale curling team is again undisputed champion in the inter-department curling event held each year, and retains its hold on the cup which has had its resting place in Mr. Veysey's office since this time last year. In the games against the Retail, the Wholesale emerged victorious with a nine-point lead, but suffered a shock when the Retail scored 65 points against the Land department. However, not to be outdone, although it had to score 57 points against the Land department, the Wholesale set to and scored 61 points and retained its hold on the cup. The scores for the competition are as follows:

Retail *versus*	Wholesale *versus*	Land
65	....	27
....	61	37
39	47	....
—	—	—
104	108	64

We regret having to report the death of Mrs. Bernard Ross on Wednesday, 19th March, at the residence of her daughter, Mrs. Geo. A. Graham, at Fort William. Mrs. Ross, who was 87 years of age, was a descendant of the Selkirk settlers, a daughter of Donald Ross, late chief factor of the Hudson's Bay Company, and sister of Roderick Ross, late chief factor, and Donald Ross, late chief trader. Her husband, Bernard Roger Ross, was also an old H.B.C. officer. The funeral of Mrs. Ross took place at Winnipeg on Saturday, March 22nd, at the old St. Andrew's church, Lockport.

Keep your fears to yourself, but share your courage with others.—*Robert Louis Stevenson.*

Fur Trade

Where the North Begins

Out where the smiles dwell a little longer,
Where friendship's grasp is a little stronger,
That's where the north begins.
Out where the sun shines a little brighter,
Where the snow that falls is a trifle whiter,
And the bonds of home ties a wee bit tighter,
That's where the north begins.

Out where the sky is a little bluer,
Where friends to friends are a trifle truer,
That's where the north begins.
Where there's music in ev'ry streamlet flowing,
Where there's more of reaping, less of sowing,
And the soul of man is ever growing,
That's where the north begins.

Out where the world is still in making,
Where fewer hearts with despair are breaking,
That's where the north begins.
Where there's more of singing, less of sighing,
Where there's more of giving, less of buying,
Where friends hold fast without half trying,
That's where the north begins.

—John Sutherland, Engineer Ss. Athabasca River

Winnipeg

Capt. E. B. Haight arrived in Winnipeg from Edmonton on February 19th, en route for Pagwa, where he is in charge of the Company's transport.

H. H. Hall and P. H. Godsell, both of Western Arctic district, also arrived in Winnipeg on February 19th, having travelled from Herschel island over the Divide and out via the Yukon and Alaska. Approximately 1000 miles was covered by dog teams.

L. Romanet, acting manager of McKenzie River district, paid a flying visit to Winnipeg the first week in March.

V. W. West, lately post manager at Whitefish Lake, Athabasca district, is now in Winnipeg. He will shortly proceed to McMurray en route for Western Arctic district.

W. G. McLean, of Fort McMurray, underwent an operation recently for appendicitis. He has been granted two months' leave of absence to recuperate.

P. Patmore, late of the Bay transport department, has been transferred to Vancouver in connection with Western Arctic transport.

The Fur Trade Commissioner's office is losing the services of Lorrie Anderson. He is going with the Robin Hood Company at Moose Jaw.

R. H. Hall, ex-fur trade commissioner, called at head office during March and renewed old acquaintances.

Keewatin District

J. Bartleman, district manager, has returned from his annual winter inspection trip, having travelled over one thousand miles with dog teams. He reports conditions in northern Manitoba as being good.

William Ashworth Murray, late post manager of Nelson House, died there on January 16th. Mr. Murray originally hailed from St. Helen's, England, and commenced his career in the fur trade at Fort Alexander post in 1915. He was later in charge of Deer Lake post, Ontario, and finally at Nelson House in Manitoba. The deceased was a keen trader and took great interest in his work. He was an enthusiastic photographer and fond of outdoor sport. Although he had complained of stomach trouble for some time past, nevertheless his death, which was sudden, was hardly expected at the early age of 34. The deceased was buried at Nelson House, a comparatively short distance from the Company's post. He leaves behind him a widow and three children, to whom the deepest sympathy is extended.

George Morrison, apprentice at Beren's River post, is at present in the Misericordia hospital at Winnipeg undergoing an operation for nose trouble. He had been ailing for some time and, after undergoing an X-ray examination, the trouble was located. Ere long we hope to report that George is back to his old self again.

The annual winter fur shipment from the eastern portion of Keewatin district was accomplished by Dan Paterson to Winnipeg, and, from remarks passed and purchases made in Winnipeg, "moccasin telegram" has passed the word throughout the district that something interesting is coming off soon at Little Grand Rapids.

The following lately appointed apprentices are all undergoing the traditional Hudson's Bay training, and, although none of us are prophets, we have not the slightest doubt but that some of them will ultimately hold high positions: A. McKinley, Split Lake post; Wm. Brabant, Setting Lake post; G. S. M. Duddy, Oxford House post; W. R. Henry, Island Lake post; Walter Gordon, Fort Alexander post.

J. A. Cargill, of Oxford House post, finds the Indians of a fur-trading community very similar in many respects to the natives in a tea-planting community, the main difference being that the Indian in Northern Canada handles big money as compared with his Eastern relative, who cannot put it over so well.

Hugh Fraser, of Setting Lake post, has returned north after successfully undergoing an operation in the St. Boniface hospital, and is being transferred to Cross Lake post.

Karl Bayly, recently transferred from Nelson House post to the charge of God's Lake post, was a visitor at Norway House in January. He appears to take well to his new work.

O. Rheaume has been placed in charge of Nelson House post as acting post manager, taking the place of the late W. A. Murray. J. S. Reynolds has been transferred from the position of assistant at Cross Lake post to a similar position at Nelson House post. "Jock" left many friends at Cross Lake and a *few* at Norway House.

F. A. Disbrowe, lately retired on pension, has settled down at Beren's river. He spends his leisure time painting, having produced many northern scenes, thus showing late in life a talent buried for many long years.

Fort a la Corne, Sask.

A CHAT ON RADIO

A good long-distance receiving set can be built at home for $75. Storage batteries are not necessary. Four ordinary number six dry cells will operate a three-tube set for one month. Head phones are better than loud speakers for distance reception and any reasonable number of phones can be attached to a set without reducing the volume of the signals.

Daytime reception is limited to about three hundred miles. Night-time, up to two thousand miles or even more. North and south reception is much better and more dependable than east and west.

The ordinary three-circuit regenerative set is more easily built and operated than the reflex, super-regenerative or neutrodyne circuits.

Radio frequency amplification is more bother than it is worth, and it is not essential to long-distance reception. Two stages of audio-frequency amplification are generally required for good volume when using dry battery tubes.

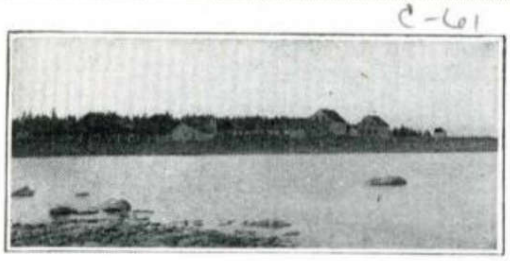
The very best make of apparatus is the kind to buy.

A knowledge of electricity or radio science is not essential in order to build and operate a set. Nor do you need to know the meaning of the names of the apparatus, although of course such knowledge is a help. A potentiometer will function just as well whether you know why or not, and I doubt very much if the inventor of radio himself could explain it to the average owner of a radio set, as the average man would not know the meaning of half the words used in the explanation. Inductance, capacitance, microfarads, electrons, etc., are terms that are beyond most of us. "A rose by any other name would smell as sweet," and a good variometer would work just as well if they called it a dingbat.

In the country we are not troubled by interference from near-by line disturbances or by regenerative sets whose tubes are allowed to oscillate.—*J. E. T. Armstrong.*

Mr. Armstrong, in his letter accompanying this article, suggests an exchange of short radio experiences through these columns.—Editor.

C-61



Cumberland House

Cumberland House, situated on the western shores of Cumberland lake where it discharges into the Saskatchewan river, was established in 1774 by Samuel Hearne. The original site was on Sturgeon lake, thirty-five miles northeast from here. This was the first inland post from the Bay and was built to counteract the operations of the North-West Company of Montreal, which had diverted the lucrative trade of the Athabasca country going to Hudson Bay.

King George III was on the British throne when Hearne laid the foundations for this post, and contemporary history on this continent were the doings of George Washington, the throwing overboard of hundreds of chests of tea in Boston harbour, the battle of Bunker Hill, and the besieging of Quebec by the Americans, all of which we Britishers crack few jokes about, for song and story are barren of the triumphs of that day.

Cumberland House derived its name from William, Duke of Cumberland, who commanded the English defeating the Scots headed by the Young Pretender at the battle of Culloden near Inverness in 1746. In the North-West Company were Scotsmen who either fought at Culloden or were descendants of some of those warriors, and, as the rivalry between the two companies was bitter, the H.B.C. post was named after the victor and apparently as a reminder to the vanquished.

—

A rush of water on top of the ice has already taken place on the Saskatchewan river. This is very early, but the back of the winter is broken and real spring will soon be with us. The temperature ranges around zero, a few degrees below at night, and rising to plus 20 during the day. Hopping out of bed at daybreak and taking a bath in a snow bank, followed by a brisk walk in the crisp morning air, puts one in good shape for the day's work. It's good to be alive!

Rev. G. W. Fisher, of the Anglican church, has just returned from Saskatoon. Since Mr. Fisher's arrival here two years ago we have built a fine church.

Grouard Post

J. McDermott, late of Fort Simpson, McKenzie river district, has relieved V. W. West. Colin MacDonald, who was assistant to Mr. West, passed through on his way to Edmonton.

This post has now a radio set. Although we have not as yet had Cuba, all stations along the coast from Vancouver to 'Frisco have been heard from, also Fort Worth and Dallas, Texas. We have also listened-in to Winnipeg twice and Pittsburgh, Chicago, etc. A very interesting talk given to Fort McMurray by Mr. Brabant while in Edmonton recently was heard.

Father Rault, of the R.C. mission here, has been transferred to Wabasca. Everybody misses the father very much and would like to see him back.

McKenzie River District

L. Romanet, acting district manager, returned from Edmonton on February 13th, after a conference with the fur trade commissioner on affairs of the district.

Mr. Romanet brought back with him C. S. Zolotoohin, apprentice clerk, destined for the western Arctic district, but who will be stationed at Fort McMurray post until open water.

A. F. Camsell, of Fort Mackay, was a visitor at the district office during the week of February 13th. Mr. Camsell has been appointed to the charge of his old post at Fort Simpson and will leave on his 800-mile trip to that point almost immediately, driving his own dog team.

London, England

Buying Office

A diversion from business, by way of a Christmas party where all of us became more or less rejuvenated, took place at the above premises on January 10th. A description of the merry evening has been ably supplied by "Bluebird," but that was not sufficient to satisfy some enthusiasts who suddenly developed a brain wave (why not some caricatures?). Well, this request has been fulfilled with apologies.—*A.S.T.*

Three elderly ladies attended a concert at a seaside resort. During a pianoforte solo one of them said, "I think that's Tschaikowsky's music." The second lady was quite sure her friend was mistaken, and voiced her opinion on the matter, saying she thought it was one of Chopin's solos. The third lady, being of an observant nature, noticed a placard on the wall which she took to be the programme of music and thought she would settle the argument by referring to it. On returning to her seat beside her friends, she informed them with a "know all" air that they were both wrong, it was a "Refrain from Spitting!"

On stepping up to a tramway conductor in Glasgow, a man with a small boy was overheard to ask the fare to Shawlands Cross. "Tuppence," replied the conductor. "And how much for the loon?" asked the man. "Oh, he can go free," replied the conductor. "Richt ye are!" said the man, jumping off, "Pit the loon doon at Shawlands Cross, and I'll run!"

—

THE H.B.C. PARTY

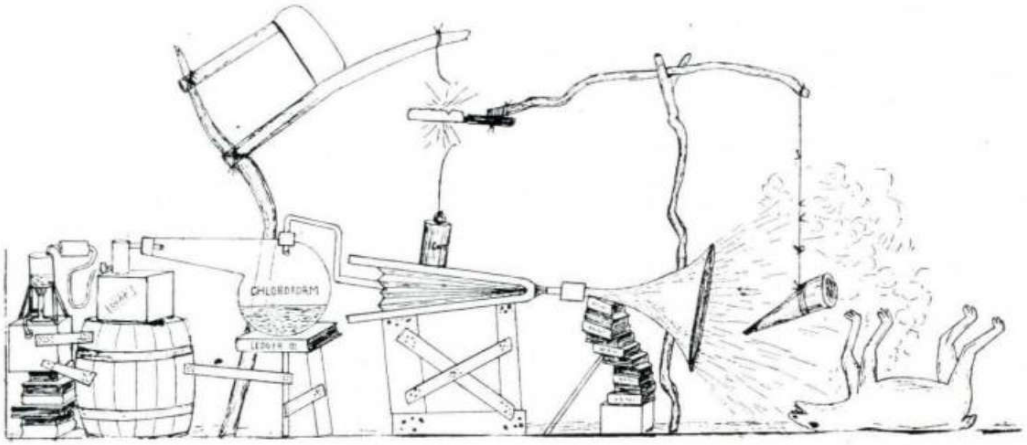
Prologue

Thursday, January 10th, *was* different. It began differently. Between nine and ten o'clock in the morning familiar figures were seen entering their respective offices in the highest spirits and carrying large, suspicious-looking bags. Those not laden entered with such careful steps and stiff bearing that we knew their coats concealed wonderful garments.

How well we know our offices, desks and corridors, with which we associate only our work! How well we know the bright things we see in shops—ribbons, garlands, flowers, lights! But we are amazed and delighted when we see these bright things arrayed in our offices so tastefully and cleverly that we must look very hard to find any trace of the business-like apartments that we know so well.

The Dance

From six o'clock onwards each mind had only one thought—to arrive at Garlick Hill as quickly as possible. It was a very wet night, but we did not care and were soon thoroughly enjoying ourselves, all our troubles forgotten.



Latest London Patent Painless Bear Trap (After Heath Robinson).

Close-ups of the London H.B.C. Frolic.

What a jolly affair an office party is! We betray no surprise when *strong, silent chiefs* gaily trip in, wearing grotesque paper hats upon their sternly parted hair. Even the wearing of a false nose would seem perfectly in order upon the greatest and the smallest. Why? Because there are no great and small on this occasion.

Music is heard. We shuffle together and sort ourselves out in couples; some very odd, others who seem to have danced together all their lives. We whirl around; we bump. It is just a little cramped, but it does not matter. The music stops. It is very hot. Gallant men rush for lemonade, whilst their gentle partners sink onto anything convenient. All commence to refresh themselves, when—the music recommences. We do not feel the heat. Round we go again.

Ping-pong! Ye gods! Ping-pong, lemonade, fox-trots and paper hats! Tiny balls commence to fly everywhere. Some players are very serious; others cannot stop laughing. Both are equally successful in either missing the ball or knocking it into the farthest corner of the room. Some do not play. They talk softly in the corners and occasionally receive a gentle hit upon the bridges of their respective

noses with the misplaced shots of the ping-pong players. Of course such shots are unintentional!

More music. On with the dance—a waltz this time! It finishes. We rest a little while. Is that someone singing? Yes. We all listen. We heard that voice last year. We begin to think of all the things that have happened since then, but pull ourselves up—we must not think to-night.

Impossible! It's gone eleven! We've been here over five hours. More music, more refreshments. Some look fresh; others look very sleepy. Some have gone; others look as if they are never likely to go. Tomorrow is very near. Will the chiefs still wear paper hats? and will we always have garlands swaying over our heads and on the office walls? Of course we won't. But we have had them to-night, and what does anything else matter.

Epilogue

Friday, January 11th. The familiar figures appear once more. Some are late! Others try hard not to yawn! Where are the garlands, the paper hats, the music, the ping-pong? Gone; all gone, but leaving memories with us of yet another jolly H.B.C. party.—*Bluebird.*

Fur Farming in Canada

Approximately $8,000,000 is invested in the fur farms of Canada, and the annual revenue from pelts and live animals is $1,500,000. The latest statistics available, those of the Dominion Bureau of Statistics for 1922, show 977 fox farms in Canada, with a total of 24,163 foxes, of which 22,318 were silver foxes. Although the fox has proved the most suited to domestication, other kinds of fur-bearing wild animals are being raised in captivity —mink, raccoon, skunk, marten, fisher, beaver and muskrat. Karakul sheep, from which are obtained the furs known as "Persian lamb," "astrachan" and "broadtail," are also being raised successfully in Canada. In 1922 the number of miscellaneous fur-bearing animal farms, i.e., farms engaged in the raising of fur-bearing animals other than foxes, was forty-nine, compared with thirty-seven in the previous year. Raccoon farms are the most numerous of the miscellaneous class, mink farms coming next. A few of the fox farms also raise miscellaneous fur-bearing animals in addition to the foxes.—*The Last West.*

" The night shall be filled with music,
And the cares that infest the day,
Shall fold their tents like the Arabs,
And as silently steal away."—Longfellow

Every night hundreds of broadcasting stations fill the air with speech and music which chase away the day-time cares of thousands—from the torrid zones to beyond the Arctic circle—who "listen in" on

Westinghouse Radio Receiving Sets

COMPLETE AND READY TO USE

Three Popular Sets—of great sensitivity and simplicity, using Armstrong (Pat.) Regenerative Circuit.

AERIOLA RC.
A highly sensitive long distance receiver. Valve set embracing Armstrong Regenerative Circuit (patented), Tuner and Two-stage Amplifier.

AERIOLA SENIOR.
A high class medium range receiving outfit. Valve set using Regenerative Circuit (Armstrong Patent). A two-stage amplifier unit can be secured with this set or added afterwards.

AERIOLA RS.
A set similar to the Senior, but with one stage of amplification built in.

WESTINGHOUSE WD11 and WD12 Radio Tubes, used in the above sets, operate on dry cells and are extremely efficient. They may be obtained separately and used to improve any valve set.

Write our nearest district office for descriptive literature.

CANADIAN WESTINGHOUSE COMPANY, LIMITED
HAMILTON, ONTARIO

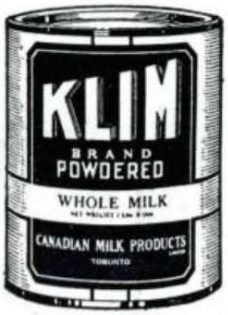
District Offices: Toronto Montreal Winnipeg Calgary Edmonton Fort William Ottawa Halifax

KLIM

POWDERED WHOLE MILK

Has All the Original Rich Flavor

To return Klim Powdered Whole Milk to natural liquid milk, mix with water. You are simply replacing the water which was removed from the original milk by an exclusive process in Klim plants. Klim is not a substitute for milk—it is fresh cows' milk in the most convenient form for keeping the natural freshness and purity intact, until it is required for use.



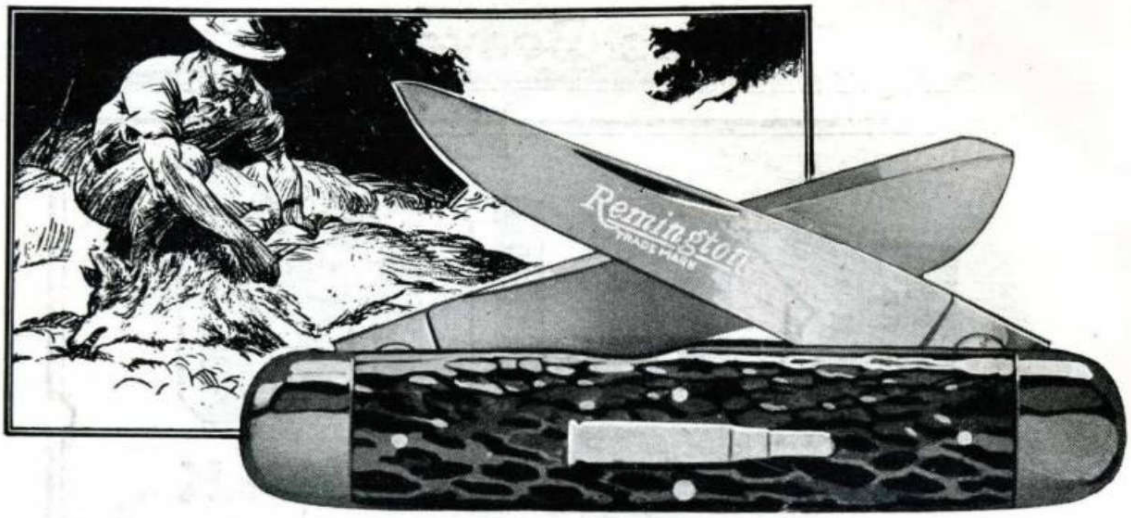
CANADIAN MILK PRODUCTS LIMITED

MONTREAL TORONTO WINNIPEG

The Bondage of Necessity

"All men pass through the bondage of necessity before they emerge into life and liberty," says Dean Stanley. There is no bondage so intolerable as the bondage of debt, and there is no freedom comparable to the independence of the man who doesn't owe a penny. The price of this freedom is a small act of self-denial, and if it is used to pay for a life insurance policy, so much the better. The man who is protected by life insurance will never want nor will his seed be found begging bread.

THE GREAT-WEST LIFE
ASSURANCE COMPANY
HEAD OFFICE, WINNIPEG



The Hunter's Favorite for Sticking and Skinning

WHEN you come to put this Remington Knife up against a tough cutting or skinning job you'll see why it has become the choice of men who follow the game trail or the trap line—and the hunters employed by the government to exterminate wolves, panthers and other destructive animals.

As ready to work as your hand is to guide it. Clean-cutting edges. The blades tempered *in the Remington way* to hold the edge. A knife that you will depend on season after season.

Two big blades—one for sticking and general use, the other for skinning and cleaning. Length 4¼ inches closed and 7½ inches open. Stag handle. A knife for the woodsman who knows from experience what a good knife ought to be. Ask the dealer to let you examine it. It is made by Remington—so you know it *must* be right.

Remington High Power Hunting Rifles

If you are thinking of getting a new rifle for use this Winter, see these Remingtons. Model 14 Slide Action is the only forearm operated high power rifle made—gives six shots without reloading. Model 8 is the great Remington High Power Autoloading Rifle—gives five shots fast at running game. Both these rifles are chambered for .25 Rem., .30 Rem., .32 Rem. and .35 Rem. Cartridges. If you prefer a single shot rifle, look at the Remington Model 30—the military type bolt action, .30 caliber.

Shoot Remington Hi-Speed Cartridges.

REMINGTON ARMS COMPANY, Inc., New York City

Established 1816

Remington

THE AUTHORITY IN FIRE ARMS, AMMUNITION AND CUTLERY